**Marketing of Petroleum Products by M/s. Balmer Lawrie (India) Limited**

3638. SHRIMATI PRATIBHA SINGH : Will the Minister of PETROLEUM AND NATURAL GAS be pleased to state :

(a) what are the norms and criteria laid down by M/s. Balmer Lawrie (India) Limited, a Govern ment Undertaking, for marketing/ distribution of petroleum products and greases the names and details of their consignment agents for these products, facilities, incentives and commission offered alongwith their names and addresses ;

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(b) what steps Government pro pose to take to ensure that M/s. Balmer Lawrie (India) Limited gives

. advanced technical know-how assistance to small sector for manufacurmg of greases ; and

(c) What are the names of State which are unrepresented by the agents so far for marketing/distribu tion of company's petroleum products

. and greases ?

THE MINISTER OF PETROLEUM AND NATURAL GAS (SHRI B. SHANKARANAND) :

(a) The requisite information is given in the statement *(see* below).

(b) There is no such proposal under under consideration of the Government.

(c) The States unrepresented by Consignment Stock Agents of the Company are : West Bengal, Bihar, Assam and North Eastern States, Orissa, Maharashtra, Goa, Gujarat, and Madhya Pradesh.

**Statement**

1. The norms and criteria followed by Balmer Lawrie & Co. Ltd. for the selection of Consignment Stock Agents are : sufficient market potential, financial security, suitable godown space, solvency of the Agent, experience, in marketing etc.

2. The names and locations of the Consignments Stock Agents are given below :

(i) Nasvaaks Enterprises, VIII/ 417 South Cherlai Mattancherry, Cochin-6820002.

(ii) Bhrite Bearings, 20/4, Kamaraj Salai, Pondicherry-605011.

(iii) Bright Associates, 54/1, 10th Cross, 4th Main Hanumantha Nagar, Bangalore-560019.

(iv) SM Industrial and Consumer Product, Pvt. Ltd. 136-A, Begum-pur Malaviya Nagar, New Delhi-110017.

(v) Shri Products India, 15, Bhagat Singh Market, Latooucbe Road, Kanpur-208001.

(vi) K. K. Enterprise, Sadar Bazar, Bilaspur-495001, Madhya Pradesh.

(vii) The Universal Supply Corporation, Sogani Bhawan, M.I. Road, Jaipur-302001. (Raj.)

3. The facilities/incentives and commission offered are :—

1. Commission is paid on sale price depending on the nature of the product and volume of business handled.

2. Discounts are given on the basis of graded volume of sales in specific cases.

3. Bake up support is given to the consignment Stock Agents through the Company's sales force and publicity campaigns.

4. Technical services are provided by the Company's technical staff depending upon requirement.

**मध्य प्रदेश में रसोई गैस के कनेक्शन**

3639. श्री लक्खी राम अग्रवाल : क्या पेट्रोलियम और प्राकृतिक गैस मंत्री यह बताने की कृपा करेंगे कि :

(क) मध्य प्रदेश में रसोई गैस